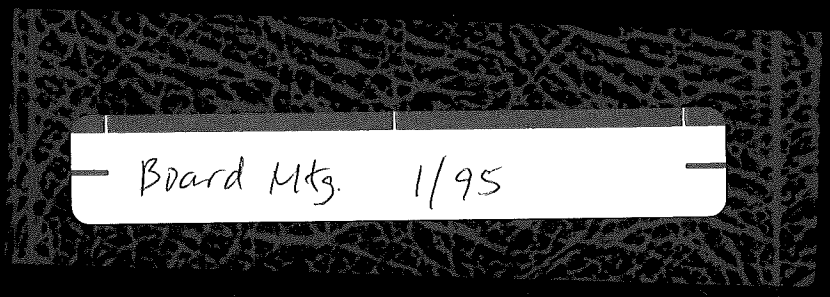

Board Mtg. 1/95

WAIS Inc

Wide Area Information Servers

Dear Members of the Board

We have had an active December.

We have finished a reorganization of the company where there is a management team and the building has been reorganized. There are 6 managers in the company (see org. chart in this chart). Nick Scharf and John Duhring's roles have changed. Pending board approval, Nick is the VP of Administration and CFO, and John Duhring is VP of Business Development reporting to Bruce Gilliat. John has agreed to resign from the board at the end of this board meeting. This change is to prepare for outside funding.

We have taken over 3 rooms on the 2nd floor of the building and are using some of Ensemble's space on the first floor. We will be moving to San Francisco in the April time frame. The DC office is a real office now with 2 employees.

Ensemble is coming more into the fold. Jean is half time as Director of Computer Operations. We have 2 WAIS employees in that group. This is to shore up our computer operations, increase reliability, and prepare for the move and expansion. We are very happy that she is working with us.

The number of full time employees is 21, and full time contractors is 5. This is up from 14/7 from October 27. We are actively recruiting for technical talent and a VP of Engineering.

We finished a solid but not exceptional quarter in terms of sales. We were short about $20 K from our last forecast numbers. We spent about as much as we made last quarter.

We have the start of marketing communications and showed well at a major trade show (Internet World) with a keynote speech and professional booth.

In January we will

prepare for financing discussions, and
product planning for the next 12 months, and
extend our detailed forecasting out 18 months.

At this meeting I would like to address issues of Dow Jones, financing options still at a theoretical level, and moving to royalty based pricing.

1040 Noel Drive Menlo Park, CA 94025 415.617.0444 Fax 415.327.6513 frontdesk@wais.com

Thank you for coming.

Sincerely yours,

Brewster Kahle

WAIS, INC.

BOARD MEETING AGENDA

January 9, 1995

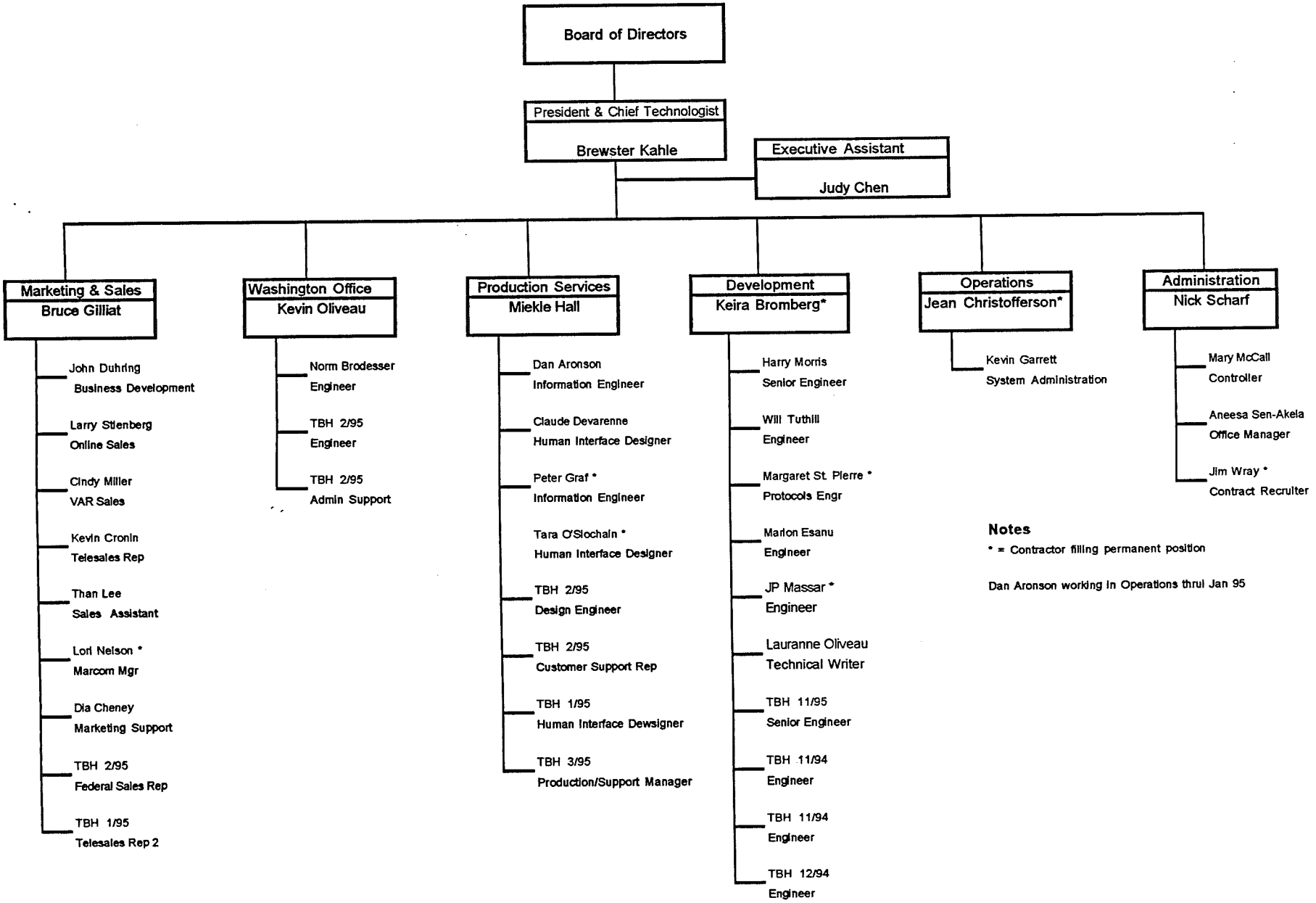
12 noon – 5:00 p.m.

12 noon – 1 pm	Company Status
1:00 pm – 2 pm	Dow Jones
2:00 pm – 4 pm	Financing Options
4:00 pm – 5 pm	Moving to royalty-based pricing

ATTENDEES:

Brewster Kahle
John Duhring
Bruce C. Gilliat
William Dunn
Nicholas Scharf
Allen Morgan

WAIS, Inc. Organization Chart
1/3/95



Notes

* = Contractor filling permanent position

Dan Aronson working in Operations thrui Jan 95

WAIS Inc

Wide Area Information Servers

MEMORANDUM

TO: Bill Dunn
Allen Morgan
John Duhring
Bruce Gilliat
Brewster Kahle

FROM: Mary McCall

CC: Nick Scharf

DATE: January 9, 1995

SUBJECT: Financial Package - Month of December

==========

Enclosed please find the following:

Summary of December 1994 Financial Results and Forecast

December 1994 Balance Sheet

Income Statement for the Month of December 1994 including FY 1995 to date

Income Statement for the Month of December 1994 including FY 1995 Q2

Please contact me if you have any questions or require further information. My direct telephone number is 415 617-8301 and my Email address is **marym@wais.com**.

Regards,

1040 Noel Drive Menlo Park, CA 94025 415.617.0444 Fax 415.327.6513 frontdesk@wais.com

December 1994 Financial Results and Forecast

REVENUES
Revenues for December were $288,000 Vs. planned revenues of $176,000 and forecast of $311,000. This brings Q2 revenues to $623,000 which is $23,000 below forecast but $107,000 above Q2 plan. Planned revenues for Q3 and the year are $761,000 and $3,000,000.

We currently have a backlog in excess of $1,000,000 of which $400,000 should be recognized in Q3 as we complete projects in progress.

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December expenses were $236,000 Vs planned expenses of $209,000 and forecast of $248,000.

Marketing and Sales expenses were higher than plan by $23,000 of which $7,500 is due to increased headcount. Consulting services exceeded plan by $5,000 and represent marketing activities related to developing corporate collateral and preparation for trade shows. Travel expenses exceeded plan by $6,800 and include travel to Internet World.

DC Office expenses exceeded plan by $7,000 due to increased headcount from 1 to 2 employees and the opening of an office in Maryland. We anticipate the new office will cost approximately $2,500 per month.

Production Services expenses were higher than plan by $24,000. The department's travel and recruiting expenses were above plan by $3,400 and $2,200 respectively. Contract services exceeded plan by $19,000. This represents contractors hired to complete the following projects:

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Development and G & A expenses were under plan by $24,000 and $6,000 respectively . Development headcount was 2 in December while the plan reflects headcount of 11. Much of this shortfall has been made up by additional consulting services which exceeded plan by $30,000 and represents contractors hired to complete the Fulcrum project.

CASH
Our cash balance at the end of the month was $357,000, which was $180,000 higher than plan. This reflected year to date revenues $514,000 higher than plan.

WAIS, Inc.

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1/6/95

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Deposits & prepaids	26,080	15,000	11,080
Total Current Assets	822,580	338,016	484,564
Fixed Assets:			
Furniture	32,867	9,741	23,126
Equipment & Software	153,537	124,276	29,261
Production Services	11,794	26,301	(14,507)
Accumulated Depreciation	(51,236)	(50,040)	(1,197)
Net Fixed Assets	146,962	110,279	36,684
Other Assets	3,338	3,815	(477)
Total Assets	$972,880	$452,110	$520,771
Current Liabilities:			
Accounts Payable	$132,479	$56,080	$76,399
Accounts Receivable Line of Credit			-
Note Payable		48,711	(48,711)
Deferred Revenue		79,253	(79,253)
Accrued Income Taxes	341,647	78,780	262,867
Total Current Liabilities	474,126	262,824	211,302
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Paid in Capital	25,000	25,000	-
Current Year Income (Loss)	436,086	118,170	317,916
Retained Earnings (Deficit)	37,668	46,116	(8,448)
Total Equity	498,754	189,286	309,468
Total Liabilities & Equity	$972,880	$452,110	$520,770

WAIS, Inc.

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1/6/95

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51,731	(33,756)	85,487	*Net Operating Income (Loss)*	795,543	196,951	598,593
381		381	Interest Income (Expense)	1,540		1,540
52,112	(33,756)	85,868	Pretax Income (Loss)	797,083	196,951	600,133
22,929	(13,502)	(36,431)	Income Taxes	360,997	157,562	(203,435)
29,183	(20,254)	49,437	*NET INCOME (LOSS)*	436,086	39,389	396,697

WAIS, Inc.

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1/6/95

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X-Sender: brewster@wais.com
Date: Sun, 8 Jan 1995 22:07:46 -0800
To: judy
From: nick@wais.com (Nick Scharf) (by way of brewster@wais.com (Brewster Kahle))
Subject: Board action items

Judy, could you print this out and add it to the board packets? thanks!

-brewster

WAIS, Inc. Board Meeting-- 11/30/94
Status of Action Items 1/6/95

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Lost a good candidate, working with another. February may be doable

2. Set a target date for moving to a new building and decide upon the location by December 31, 1994

DONE. San Francisco, China Basin area by April

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Nothing done of substance. One possibility is to cut some kind of a deal with Ensemble that takes advantage of their tax loss carryforward- Have done nothing to look into mechanics or potential liability problems

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Looks doable. Cupertino National Bank is a good possibility. Harry Kellog, formerly of Silicon Valley Bank is heading up their high-tech business and moving aggressively. They seem to be cutting good deals and are far more responsive then two larger banks we've talked to.

6. Resolve the John Duhring discussions by 12/31/94

DONE

The Eighth Annual MicroTimes 100

Movers, Shakers, Good Citizens, And Others Who Made A Difference To The Computer Industry In 1994

Addressing

the lunch crowd at the recent PC Outlook conference, AMD's Jerry Sanders allowed as how he was having a little trouble with the transition from *enfant terrible* to *eminence grise.*

Compared to the adjustments some of his colleagues had to make in 1994, this was a pretty benign problem.

On the positive side, some real breakthroughs took place in 1994, after years of what amounted to incremental improvements of existing technology. Mosaic and then Netscape took the world by storm as computer users everywhere got Web fever, launching a communications and publishing revolution not seen since the advent of the laser printer. Meanwhile, Mac pioneers Bill Atkinson and Andy Hertzfeld unveiled General Magic's new technology, which may well live up to its promise of creating a personal communicator useful to real humans.

On the other hand, paralleling the lackluster performance of the Newton, the PDA market not only failed to take off, many once-hopeful startups crashed and burned.

Meanwhile, applications vendors were rapidly deciding that it was impossible to compete with Microsoft. Borland was in the doldrums. Quarterdeck's future was uncertain after the departure of its founders. DEC, IBM, and Lotus, among others, were struggling with self-reinvention.

1994 saw a major epidemic of acquisition fever—Novell bought WordPerfect to augment its previous acquisitions of UNIX and Digital Research, and at year-end Lotus was reportedly being courted by both Oracle and AT&T. Microsoft, meanwhile, did some empire-building of its own by announcing plans to acquire Intuit.

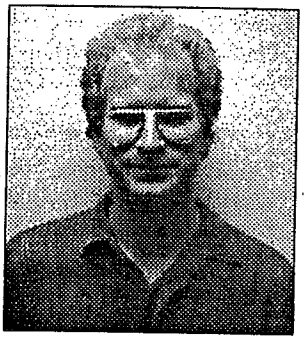
More than anything else, 1994 was the year in which the industry discovered that people's need to communicate with each other was a great business opportunity. Consequently there was explosive growth in the areas of wireless communication, online services, and everything Internet.

We hope you enjoy checking out the names and faces of this year's 100, and that you're on the lookout for next year's.

Brewster Kahle

Wide Area Information Servers, Inc.
President and Chief Technical Officer

Kahle is the inventor and architect of WAIS, Wide Area Information Servers, a remote search and retrieval resource for networks such as the Internet. Kahle sees computer networks pushing a quantum leap forward in communication, in which everyone can be both publisher and consumer of ideas and information.



Now at WAIS, Inc., which he cofounded after working at Thinking Machines, Kahle is developing ways to improve access and retrieval of published documents on the Net. WAIS, Inc.'s customers are as diverse as Net users, including the Government Printing Office, the World Bank, Sun Microsystems, Fujitsu, Dow Jones, and the Encyclopaedia Britannica.

WAIS, INC.

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January 9, 1995

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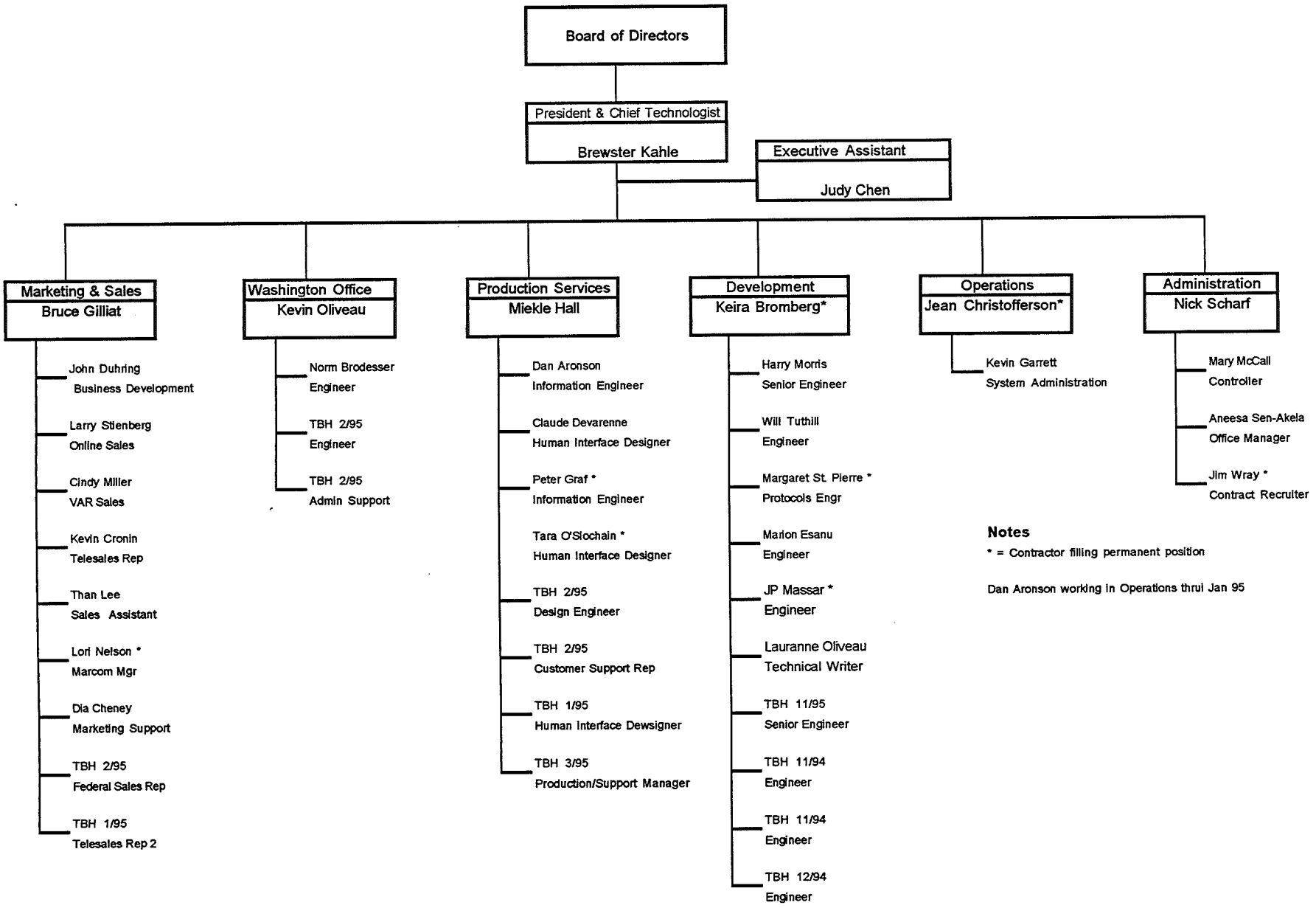
WAIS, Inc. Organization Chart
1/3/95



WAIS Inc

Wide Area Information Servers

MEMORANDUM

TO: Bill Dunn
Allen Morgan
John Duhring
Bruce Gilliat
Brewster Kahle

FROM: Mary McCall

CC: Nick Scharf

DATE: January 9, 1995

SUBJECT: Financial Package - Month of December

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1040 Noel Drive Menlo Park, CA 94025 415.617.0444 Fax 415.327.6513 frontdesk@wais.com

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WAIS, Inc.

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WAIS, Inc.

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1/6/95

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X-Sender: brewster@wais.com
Date: Sun, 8 Jan 1995 22:07:46 -0800
To: judy
From: nick@wais.com (Nick Scharf) (by way of brewster@wais.com (Brewster Kahle))
Subject: Board action items

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6. Resolve the John Duhring discussions by 12/31/94

DONE

for my packet

DOW JONES NEWS CENTER
MEETING MINUTES

Dow Jones:	Chris Malone, Ken Ficara
WAIS, Inc.:	Meikle Syme Hall
Date:	January 6, 1995

Following are meeting notes from our phone conversation on Friday afternoon. These comments are based upon the 1/5/95 fax from Chris to Meikle.

1) The new name for the service is **Dow Jones News Center.** All reference to DowVision on the Internet will need to be updated to reflect this new name. These are changes that WAIS and Dow Jones agreed should be done by WAIS.

2) Ken is sending the updated version of his memorandum to John Duhring dated 12/12/94 which outlines the DowVision on the Internet Search Interface Specification. This new version should be arriving on Monday via Fed Ex.

It is Dow Jones opinion that John agreed to the first specifications that Ken wrote before WAIS said that the delivered service was the final version until there was more commitment from Dow Jones to launch the service. They still feel that there are issues that need to be addressed by WAIS that are outlined in this specification before they will accept the service.
(Meikle's note: I need to go through both versions and determine what Dow still feels needs to be completed.)

3) Dow Jones feels that the following items will need to be completed **before launch:**

a. There needs to be an "Add User" button/link added so their data input people can add credit card orders.

b. Add five fields to the customer record database: Last modified (a field for a date); Operator's name (three characters); Comments; Form of payment (automatic?); and Dow Jones Account Number (they assign this user ID which would be indexed and searchable). It would be good if these fields were automatically loaded and then could be edited (needed after launch). Dan says that this can be easily done.

c. Regarding mono spaced font issue for displaying articles with tables: is it possible to force the display of either mono or proportional space font? If so, then add ability for user to request mono spaced font (for entire article) while viewing an article.

d. Mechanism for abuse detection. Limit the number of article URLs or x amount of bytes to automatically trigger service interruption for that user. Dan says that to build a trigger which would follow the number of bytes per user per day would take a week of his time. Dow Jones asks, what would happen if a user does set off the trigger? Procedures? They would like to test this on beta users.

e. Mechanism to deal with users with passwords missing from customer database. Dan suggest writing code to sort out users with no passwords in the customer data base and then update from there. Chris mentioned that perhaps the easiest thing to do would be to send email to all current users with a message stating that the database will be purged on a specified date and after that time users would have to re-register (before the system goes live and users will be asked to pay). Dan is it possible to have a password and not be in the user database?

Could there be a mechanism to allow users to continue using the service after launch without re-registering? Or will the user database need to be purged?

f. The registration screens need to be finalized. WAIS and Dow Jones agree that this was part of the original package. Dan says that this will take him and Claude a half a day of time to do this. Dow Jones would like to know when this can be completed.

4) Dow Jones feels that the following items will need to be completed but can wait until **after launch:**

a. If an incorrect user name or email address is requested, the "Add User" screen is presented now - they would like to see "User Not Found" screen.

b. "List of all users" sort should not be case sensitive. Dan says that this will take 2 hours of his time.

c. User look up not to be case sensitive. Dan, can a change be implemented so that the user database is not case sensitive?

d. Wild card searching even to just limit the number of returns. Dan says that will take one day of his time.

e. Add more information to the "List all users" screen. For example, seeing at this level who is disabled by some visual clue. Dan says that this will take 2-3 hours of his time.

f. In order to help customer service identify a person on the phone quickly, add more information to the "List all users" screen like phone number, company etc.

g. Display source of article in headline/results list. This source must also be available as a sorting mechanism for the headlines/results list. Dan says that this requires a change in the current WAIS server and that this feature is in WAIS' plans to add but not currently available.

Dow Jones says that they feel this is part of the original package and would like to know when this will be available. Beta testers are currently asking about this feature and DJ would like to give them a date when this will be available.

5) Dow Jones feels that the following items would be **nice to have** included in the service:

a. Adding Dow Jones Account Number field to the customer record database search screen. Dan says that this will take a day of his time.

b. Usage logs would have tab delimited columns not spaces. Dan, Chris would like to know where the tool to generate usage reports based upon "x" is?

c. Tool to see on ad hoc basis "who are the top number of users?

d. Ability to ask the usage logs to answer automatically "show me this users usage" .

6) Dow Jones needs to have information in writing about WAIS service recovery system. How quickly the service can be back up and WAIS procedures of handling system failure.

7) Dan will provide Chris with a report on the crash that happened while he was out of town.

8) Ken would like to see the source code for WAISgate to gain a better understanding of how it works.

9) There are interesting stats coming from beta tester usage. Dan why would 5000 hits equal 1.5 Meg and 200 hits equal 1.4 Meg?

10) Meikle will be authorized to access the tool pages.

11) February 1, 1995 is Dow Jones' internal deadline to come up with graphics (buttons plus?) for the service which WAIS would put into place.

12) This is Chris' take on what needs to happen before launch:

In the first two weeks:

a. The service needs to be considered by Dow Jones to be complete.

b. All tools need to be tested

c. Review of all pages by Ken, Chris, Greg, Josie, etc. (aprox. dozen people)

d. All editorial changes to be corrected by Dow Jones.

In the second 2 weeks

e. 2 weeks of hard testing by the beta users.

f. Then Dow Jones will decide what makes sense as a launch opportunity.

13) Dow Jones would like to have a time line and schedule for when WAIS can complete the items requested for completing of the service, for items to be completed after launch and items that would be nice to include in the service.

In addition , they would like to know what is part of the original contract, what royalties will pay for once the service is up, and how much it will cost if Dow Jones were to pay additional money.

MEIKLE HALL THIS PLUS TWO PAGES "2"

Open Issues Agenda for WAIS January 5, 1995

The Name:

The working name was DowVision on the Internet. The service name is...

Dow Jones News Center

WAIS can now successfully implement Version 2 of the page specifications (Ken will complete Version 2 by January 5 -- he is updating Version 1 to include the name and other changes).

WAIS can now make appropriate attribution changes ("...via DowVision" is out, replaced by "...via Dow Jones News Center", "DowVision on the Internet Search Report" is out, replaced by "Dow Jones News Center Search Report", etc.).

Beyond these issues, the following must also be accomplished/addressed. Some of what follows must be accomplished before launch and so knowing when they can be accomplished and tested affects the launch schedule.

Customer Service Tool Pages (unless otherwise identified, these need to be completed before launch):

1) Enable / Disable may not actually be working (ref., email to Dan)

2a) If an incorrect user name or email address is requested, the "Add User" screen is presented. We want, "User Not Found" screen.

2b) There needs to be an "Add User" button/link so we can add Credit Card orders.

3a) "List of all users" sort should not be case sensitive (this can be completed post launch, need completion date settled before launch).

3b) Does user look up have to be case sensitive? (Maloney1, MALONEY1, MaLoNeY1 -- none will show if operator enters, maloney1). This can be completed post launch, need completion date settled before launch.

4) Wild card searching. Even if to just limit the number of returns this would be helpful (for example, "a*" would give a list of all user names that start with "a"). This can be completed post launch, need completion date settled before launch.

5) Add five fields to the customer record database:

a) Last Modified (a field for a date)
b) Operator's name (as few as three characters, CJM)
c) Comments
d) Dow Jones' Account Number (indexed / searchable)
e) Form of payment (automatic?)

BTW - put/arrange Dow Jones' Account Number field so that is is grouped with the User Name and Email name fields.

We can enter the information for these fields all manually at launch, however, let us know if you can automatically load any of these fields. As examples, since the

operator would have had to log on, perhaps you can automatically load the "Operator" field and "Last Modified" field when a record is modified. And, because, the system will know whether or not the user is paying by invoice or by credit card, perhaps the system can automatically load the "Form of Payment" field. *Please advise.*

6) Add Dow Jones Account Number field to the customer record database search screen. List all users (link), User Name (search), Email (search), Dow Jones Account Number (new type of search).

7a) Add more information to the "List all users" screen. For example, can we see at this level who is Disabled by some visual clue?

7b) Add more information to the "List all users" screen. For example, can we also have the list show phone number, email, company, etc?

7a and 7b are not launch requirements. Need feasibility information before launch.

Service Recovery System (needs to be agreed to before launch):

1) What happens (what is / will be WAIS response) if system fails at midnight?

2) Where is report on Thanksgiving crash?

Mono-space font issue for displaying articles that contain tables (needs to be settled before launch):

Dow Jones wants the HTML instruction to have the client software display the articles in a proportional font. Such a font will make tables (the tables we broadcast have space-delimited columns) difficult or impossible to read. We need a mechanism for the user to request any article again but this time from a URL with HTML instructions to use a mono-spaced (non-proportional) font.

Source display and sorting (completion date needs to be settled before launch):

The source of the article must be displayed in the headline / results list and the source must be available as a sorting mechanism for the headline / results list. While this is not a pre-launch requirement, it is a service requirement.

WAISgate source code:

Ken would like to see the source code for WAISgate to gain a better understanding of how it works.

Mechanism for abuse detection (needs to be completed before launch):

Limited to just article URLs.

n# of article URLs or x amount of bytes from article URLs automatically trigger a service interruption for that end user. They are automatically "Disabled" and sent an email.

Dow Jones to determine what the number of URLs or bytes will be and the content of the email message.

Dow Jones would like a recommendation from WAIS whether to use number of URLs or bytes therein (OR some other criteria).

Usage Logs (the issues below would be "nice to have"):

Want columns to be tab delimited.

Or tool to see on ad hoc basis "Who are the top _n#_ users?" (see Usage Logs)

Users with passwords missing from customer database (needs to be completed before launch):

Why do records like this exist?

How do we disable a user that has a password for whom we have no contact information?

How do we automatically tell if there is such a user?

Meilee,

Give me a call

Lis

609 520 4402 (for five minutes!)

END

noon L
1pm

Meikle Hall

This plus 1 page

After I faxed the agenda yesterday, I remembered an area that we will have to discuss. I added it to the bottom of the last page and so have included with this fax only the modified page.

Claude had been working on the registration screens but I imagine that Dan will be able to frame the technical issues involved.

I have meetings through about 9:AM your time. Please try to reach me before 1:PM your time.

Regards,

Cris

609-520-4402 520-4000 → operator (page)
paged after 15mn elaine → 520-4396

Dow Jones to determine what the number of URLs or bytes will be and the content of the email message.

Dow Jones would like a recommendation from WAIS whether to use number of URLs or bytes therein (OR some other criteria).

Usage Logs (the issues below would be "nice to have"):

Want columns to be tab delimited.

Or tool to see on ad hoc basis "Who are the top _n#_ users?" (see Usage Logs)

Users with passwords missing from customer database (needs to be completed before launch):

Why do records like this exist?

How do we disable a user that has a password for whom we have no contact information?

How do we automatically tell if there is such a user?

Registration Screens (needs to be completed before launch):

These screens were not finalized. Including the fax printout screen (for credit card orders) and the mechanism and subsequent events of indicating whether the individual or the company would be paying the bill. Since these screens involve information collection and processes, WAIS must assist. In other words, this isn't something that I think DJ can modify on our own (especially because they are so crucial to the service's revenue and legal issues).

this is what I added.

compny screen
Individual screen
is this necessary?

END

Date: Fri, 6 Jan 95 21:28:39 +0000
From: "Cristopher J. Maloney" <maloney1@tigger.jvnc.net>
Subject: I wonder if this should cause us to wait.
To: "Aronson, Dan" <dan@wais.com>, Meikle@wais.com,
"Ficara, Ken" <ficara@acm.org>, "Gerdy, Greg" <gerdy@tigger.jvnc.net>,
"Duhring, John" <duhring@wais.com>, mbloom@tigger.jvnc.net

>From the technical support department of GES (jvnc.net).

"Note that over the next 1-2 months, virtually all of the
Internet will be converted to the new NSF architecture.
We expect there may instabilities throughout the Internet
during this time. Sites around the world that are normally
easy to reach may become unavailable for periods of time."

I wonder, therefore, if we should make sure we are on the other side of "1-2 months" before we launch the Dow Jones News Center? We may be about ready to launch in two months (end of Feb?) so it may not matter by then.

Your thoughts (everyone).

Cheers...Cris

Wide Area Information Servers, Inc.

Statement of Income

for the period ending 12/31/94

Marketing and Sales Expenses

	Month Actual	Month Budget	Month Difference	YTD Actual	YTD Budget	YTD Difference
Salaries-Mktg & Sales	19,583.34	17,083.00	2,500.34	58,166.66	60,418.00	-2,251.34
Commissions	13,254.00	8,193.00	5,061.00	37,857.65	31,715.00	6,142.65
P/R Tax-Mktg & Sales	332.11	1,708.00	-1,375.89	5,490.47	6,043.00	-552.53
Medical Insur-Mktg & Sales	575.21	1,025.00	-449.79	1,299.19	3,625.00	-2,325.81
Consulting-Mktg & Sales	10,019.38	5,000.00	5,019.38	22,269.02	25,000.00	-2,730.98
Total Salaries & Related	**$43,764.04**	**$33,009.00**	**$10,755.04**	**$125,082.99**	**$126,801.00**	**$-1,718.01**
Recruiting-Mktg & Sales	0.00	3,000.00	-3,000.00	79.81	13,000.00	-12,920.19
Travel-Mktg & Sales	11,763.15	5,000.00	6,763.15	28,387.56	22,000.00	6,387.56
Training-Mktg & Sales	0.00	0.00	0.00	1,034.20	1,000.00	34.20
Depreciation-Mktg & Sales	1,219.30	0.00	1,219.30	2,541.06	0.00	2,541.06
Equip Lease & Maint-Mktg & Sal	0.00	0.00	0.00	786.93	0.00	786.93
Equip/Software-Mktg & Sales	124.82	0.00	124.82	2,156.02	0.00	2,156.02
Network Access-Mktg & Sales	0.00	0.00	0.00	652.00	0.00	652.00
Computer Supplies-Mktg & Sales	0.00	0.00	0.00	311.17	0.00	311.17
Other Expenses-Mktg & Sales	352.81	0.00	352.81	3,579.02	0.00	3,579.02
Total Departmental Expenses	**$13,460.08**	**$8,000.00**	**$5,460.08**	**$39,527.77**	**$36,000.00**	**$3,527.77**
Seminars	0.00	0.00	0.00	348.98	0.00	348.98
Public Relations	1,294.14	5,000.00	-3,705.86	1,321.04	25,000.00	-23,678.96
Meetings	203.03	0.00	203.03	203.03	0.00	203.03
Direct Mail	-975.00	0.00	-975.00	0.00	0.00	0.00
Trade Shows	5,931.81	0.00	5,931.81	9,161.45	7,500.00	1,661.45
Telephone - Sales & Mktg	569.92	0.00	569.92	1,268.70	0.00	1,268.70
Collateral Development	4,993.97	0.00	4,993.97	4,993.97	15,000.00	-10,006.03
Advertising	0.00	0.00	0.00	1,399.78	0.00	1,399.78
Total Marketing	**$12,017.87**	**$5,000.00**	**$7,017.87**	**$18,696.95**	**$47,500.00**	**$-28,803.05**
Department Totals	**$69,241.99**	**$46,009.00**	**$23,232.99**	**$183,307.71**	**$210,301.00**	**$-26,993.29**

Wide Area Information Servers, Inc.

Statement of Income

for the period ending 12/31/94

Washington Office Expenses

	Month Actual	Month Budget	Month Difference	YTD Actual	YTD Budget	YTD Difference
Salaries-DC Office	7,830.65	5,000.00	2,830.65	30,538.99	30,000.00	538.99
P/R Tax-DC Office	349.04	500.00	-150.96	2,458.74	3,000.00	-541.26
Medical Insur-DC Office.	306.36	300.00	6.36	1,531.80	1,800.00	-268.20
Consulting-DC Office	0.00	0.00	0.00	0.00	0.00	0.00
Total Salaries & Related	**$8,486.05**	**$5,800.00**	**$2,686.05**	**$34,529.53**	**$34,800.00**	**$-270.47**
Office Rental - DC Office	1,554.00	0.00	1,554.00	2,804.00	0.00	2,804.00
Recruiting - DC Office	168.92	0.00	168.92	1,185.68	0.00	1,185.68
Travel - DC Office	1,710.32	0.00	1,710.32	3,377.04	0.00	3,377.04
Training-DC Office	0.00	0.00	0.00	331.10	0.00	331.10
Office supplies - DC Office	176.99	0.00	176.99	176.99	0.00	176.99
Telephone - DC Office	370.93	0.00	370.93	370.93	0.00	370.93
Depreciation-DC Office	126.16	0.00	126.16	221.21	0.00	221.21
Equip Lease & Maint-DC Office	0.00	0.00	0.00	0.00	0.00	0.00
Equip/Software-DC Office	0.00	0.00	0.00	270.61	0.00	270.61
Network Access-DC Office	0.00	0.00	0.00	105.00	0.00	105.00
Computer Supplies-DC Office	437.74	0.00	437.74	437.74	0.00	437.74
Other Expenses-DC Office	1.11	0.00	1.11	141.11	0.00	141.11
Total Departmental Direct	**$4,546.17**	**$0.00**	**$4,546.17**	**$9,421.41**	**$0.00**	**$9,421.41**
Department Totals	**$13,032.22**	**$5,800.00**	**$7,232.22**	**$43,950.94**	**$34,800.00**	**$9,150.94**

Wide Area Information Servers, Inc.

Statement of Income

for the period ending 12/31/94

Production Services Expenses

	Month Actual	Month Budget	Month Difference	YTD Actual	YTD Budget	YTD Difference
Salaries-Production Svcs	21,881.71	19,583.00	2,298.71	64,295.70	87,293.00	-22,997.30
P.R Tax-Production Svcs	-429.37	1,958.00	-2,387.37	3,261.01	8,730.00	-5,468.99
Medical Insur-Production Svcs	586.92	1,175.00	-588.08	3,079.57	5,238.00	-2,158.43
Consulting - Production Svcs	19,015.00	0.00	19,015.00	85,071.00	0.00	85,071.00
Total Salaries & Related	**$41,054.26**	**$22,716.00**	**$18,338.26**	**$155,707.28**	**$101,261.00**	**$54,446.28**
Recruiting - Production Svcs	3,380.00	0.00	3,380.00	10,370.84	0.00	10,370.84
Travel - Production Services	4,185.50	2,000.00	2,185.50	11,763.77	10,000.00	1,763.77
Training-Production Services	0.00	0.00	0.00	0.00	1,000.00	-1,000.00
Depreciation-Production Svcs	327.61	731.00	-403.39	1,368.57	1,552.00	-183.43
Equip Lease & Main-Production S	2,146.67	0.00	2,146.67	2,349.90	0.00	2,349.90
Equip/Software-Production Svcs	0.00	2,000.00	-2,000.00	1,824.51	10,000.00	-8,175.49
Network Access-Production Svcs	0.00	0.00	0.00	2,455.79	12,000.00	-9,544.21
Computer Supplies-Production Svcs	396.06	1,000.00	-603.94	1,221.35	5,000.00	-3,778.65
Meetings - Production Services	529.35	0.00	529.35	529.35	0.00	529.35
Other Expenses-Production Svcs	354.84	0.00	354.84	706.03	0.00	706.03
Total Departmental Expenses	**$11,320.03**	**$5,731.00**	**$5,589.03**	**$32,590.11**	**$39,552.00**	**$-6,961.89**
Department Totals	**$52,374.29**	**$28,447.00**	**$23,927.29**	**$188,297.39**	**$140,813.00**	**$47,484.39**

Wide Area Information Servers, Inc.

Statement of Income

for the period ending 12/31/94

Development Expenses

	Month Actual	Month Budget	Month Difference	YTD Actual	YTD Budget	YTD Difference
Salaries-Development	16,000.00	49,333.00	-33,333.00	65,037.66	152,332.00	-87,294.34
Payroll Tax-Development	634.67	4,933.00	-4,298.33	4,597.40	15,282.00	-10,684.60
Medical Insur-Development	211.36	2,960.00	-2,748.64	1,365.89	9,170.00	-7,804.11
Consulting-Development	34,750.00	4,583.00	30,167.00	79,304.13	26,998.00	52,306.13
Total Salaries & Related	**$51,596.03**	**$61,809.00**	**$-10,212.97**	**$150,305.08**	**$203,782.00**	**$-53,476.92**
Recruiting-Development	3,058.00	15,000.00	-11,942.00	12,296.62	30,000.00	-17,703.38
Travel - Development	0.00	500.00	-500.00	6,053.42	3,000.00	3,053.42
Training-Development	0.00	0.00	0.00	0.00	1,000.00	-1,000.00
Depreciation-Development	2,425.81	3,452.00	-1,026.19	14,600.41	17,796.00	-3,195.59
Equip Lease & Maint-Developmen	148.98	500.00	-351.02	693.03	3,000.00	-2,306.97
Equip/Software-Development	510.28	2,000.00	-1,489.72	5,760.90	12,000.00	-6,239.10
Network Access-Development	0.00	100.00	-100.00	3,063.68	600.00	2,463.68
Computer Supplies-Development	482.02	2,000.00	-1,517.98	1,256.97	10,500.00	-9,243.03
Other Expenses-Development	14.92	0.00	14.92	89.46	0.00	89.46
Total Departmental Expenses	**$6,640.01**	**$23,552.00**	**$-16,911.99**	**$43,814.49**	**$77,896.00**	**$-34,081.51**
Department Totals	**$58,236.04**	**$85,361.00**	**$-27,124.96**	**$194,119.57**	**$281,678.00**	**$-87,558.43**

Wide Area Information Servers, Inc.

Statement of Income

for the period ending 12/31/94

G&A Expenses

	Month Actual	Month Budget	Month Difference	YTD Actual	YTD Budget	YTD Difference
Salaries-G&A	10,666.71	15,458.00	-4,791.29	35,959.42	77,748.00	-41,788.58
P/R Tax-G&A	3,622.04	1,546.00	2,076.04	5,974.13	7,776.00	-1,801.87
Medical Insur-G&A	646.86	928.00	-281.14	2,985.90	4,668.00	-1,682.10
Consulting-G&A	8,725.50	7,000.00	1,725.50	36,795.75	36,000.00	795.75
Total Salaries & Related	**$23,661.11**	**$24,932.00**	**$-1,270.89**	**$81,715.20**	**$126,192.00**	**$-44,476.80**
Recruiting-G&A	0.00	0.00	0.00	0.00	0.00	0.00
Travel	1,282.89	5,000.00	-3,717.11	4,455.17	27,000.00	-22,544.83
Training-G&A	100.00	0.00	100.00	100.00	1,000.00	-900.00
Depreciation-G&A	896.77	162.00	734.77	2,451.93	640.00	1,811.93
Equip Lease & Maint-G&A	96.62	0.00	96.62	1,656.96	0.00	1,656.96
Equip/Software-G&A	0.00	1,050.00	-1,050.00	803.18	6,300.00	-5,496.82
Network Access-G&A	0.00	0.00	0.00	672.03	0.00	672.03
Computer Supplies-G&A	348.51	0.00	348.51	1,621.69	0.00	1,621.69
Other Expenses-G&A	-966.50	850.00	-1,816.50	-85.58	5,100.00	-5,185.58
Total Departmental Direct	**$1,758.29**	**$7,062.00**	**$-5,303.71**	**$11,675.38**	**$40,040.00**	**$-28,364.62**
Office Rental	5,593.33	6,000.00	-406.67	28,253.29	31,000.00	-2,746.71
Office Supplies	2,082.55	3,000.00	-917.45	19,322.85	13,000.00	6,322.85
Office maintenance & Security	2,038.02	150.00	1,888.02	6,471.16	900.00	5,571.16
Postage & Delivery	681.75	1,000.00	-318.25	4,259.53	6,000.00	-1,740.47
Telephone	8,250.48	6,000.00	2,250.48	28,397.33	30,000.00	-1,602.67
Equipment Repair	0.00	250.00	-250.00	354.55	1,500.00	-1,145.45
Dues & Subscriptions	0.00	100.00	-100.00	65.91	600.00	-534.09
Legal Expenses	1,744.08	1,000.00	744.08	8,559.63	6,000.00	2,559.63
Accounting Expenses	0.00	0.00	0.00	2,094.12	5,000.00	-2,905.88
Property Taxes	0.00	0.00	0.00	608.80	0.00	608.80
Insurance	0.00	0.00	0.00	1,201.00	5,000.00	-3,799.00
Meetings	830.54	0.00	830.54	2,617.64	0.00	2,617.64
Discounts	-1,041.56	0.00	-1,041.56	-1,041.56	0.00	-1,041.56
Penalties	1,918.77	0.00	1,918.77	1,918.77	0.00	1,918.77
Amortization	476.94	0.00	476.94	476.94	0.00	476.94
Miscellaneous Income	-4,906.16	0.00	-4,906.16	-4,906.16	0.00	-4,906.16
Total G&A Corporate	**$17,668.74**	**$17,500.00**	**$168.74**	**$98,653.80**	**$99,000.00**	**$-346.20**
Department Totals	**$43,088.14**	**$49,494.00**	**$-6,405.86**	**$192,044.38**	**$265,232.00**	**$-73,187.62**

MARCH 28, 1994

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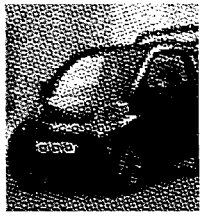

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TIGERS ON THE BRINK

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By EUGENE LINDEN

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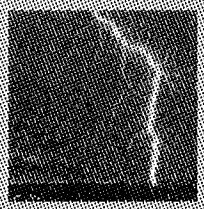

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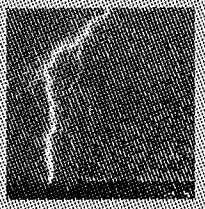

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Once considered a conservation success story, they are again sliding towards extinction. This time the world's nations may not be able to save the great cats.

By Eugene Linden Nagarohole

The great beast seems to materialize out of the dusk--a striped vision of might and mystery. Emerging from a thicket in southern India's Nagarahole National Park, the Bengal tigress is hungry and ready tc begin another night's hunt. To nourish her 500-lb. body, she must kill a sambar deer, a boar or some other big animal every week of her adult life. Fortunately for her, Nature has given tigers the prowess prey upon creatures far larger than the cats are. Her massive shoulders and forelimbs can grip and bri down a gaur, a wild oxlike animal that may weigh more than a ton. Her powerful jaws and daggerlike teeth can rip the victim's throat or sever its spinal column, making quick work of the kill. But there wi be no killing at this moment. After padding along a park road for a mere 100 yrs., the tigress abruptly melts into the brush--here one instant, gone the next. Watching her disappear, Indian biologist Ullas Karanth of New York's Wildlife Conservation Society, breaks into a knowing smile. "When you see tiger." he muses, "it is always like a dream."

All too soon, dreams may be the only place where tigers roam freely. Already the Nagarahole tigress i not free. If she hunts during the day, she may run into a carload of tourists, cameras clicking. At night may be poachers, guns blazing. Once the rulers of the forest home, she and the park's 50 other tigers now prisoners of human intruders. More than 6,000 Indians live inside the 250 sq.-mi. refuge. And crowding the borders are 250 villages teeming with tens of thousands more people who covet not only the animals that the cats need for food but also the tigers. Their pelts and body parts fetch princely pric on the black market. Were it not for the 250 guards on patrol to protect Nagarahole's tigers, none of them would survive for long.

Sadly, this precarious life is as good as it gets for tigers today. Outside protected areas, Asia's giant c are a vanishing breed, disappearing faster than any other large mam- mal with the possible exception c the rhinoceros. Even inside the parks, the tigers are succumbing to poaching and the relent- less press

of human population growth. No more than 5,000 to 7,500 of the majestic carnivores remain on the planet--a population decline of roughly 95% in this century. Unless something dramatic is done to reverse the trend, tigers will bye seen only I captivity, prowling in zoos or performing in circuses. Th wild tigers of old will be gone forever, their glory surviving merely in storybooks, on film--and in dreams.

Preventing such a tragedy is supposed to be the main goal of the governing body of CITES, the Convention on International Trade in Endangered Species which is meeting in Geneva this week. The biannual sessions usually come and go without attracting much attention, but the light of the tiger has a spotlight on the delegates this time around. Last September CITES warned China and Taiwan, two countries where the illicit trade in tiger and rhino parts is prevalent, to take steps to shut down their bl markets or face possible trade sanctions. Both nations claim to have curbed the illegal commerce, but environmentalists have gathered evidence to the contrary. Now everyone who is worried about wildlif focuses on one question:" Will the nations of CITES follow through on their threat against China and Taiwan?

Whatever the outcome, it may be too late to save the tigers. They once rambled across most of Asia, from Siberia in the north to Indonesia in the south to Turkey in the west. Now they are confined to sm shrinking pockets of their forest habitat. The Caspian subspecies became extinct more than a decade a So did the Balinese and Javan cats. The survivors are impossible to count with any precision, but few than 650 Sumatran tigers remain and maybe 200 of Siberia's Amur, the world's largest cat. China has few dozen left and these isolated individuals will soon die out.

Tigers on the Brink / Time Inc./ author@time.com

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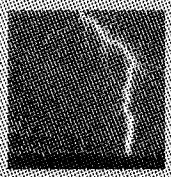

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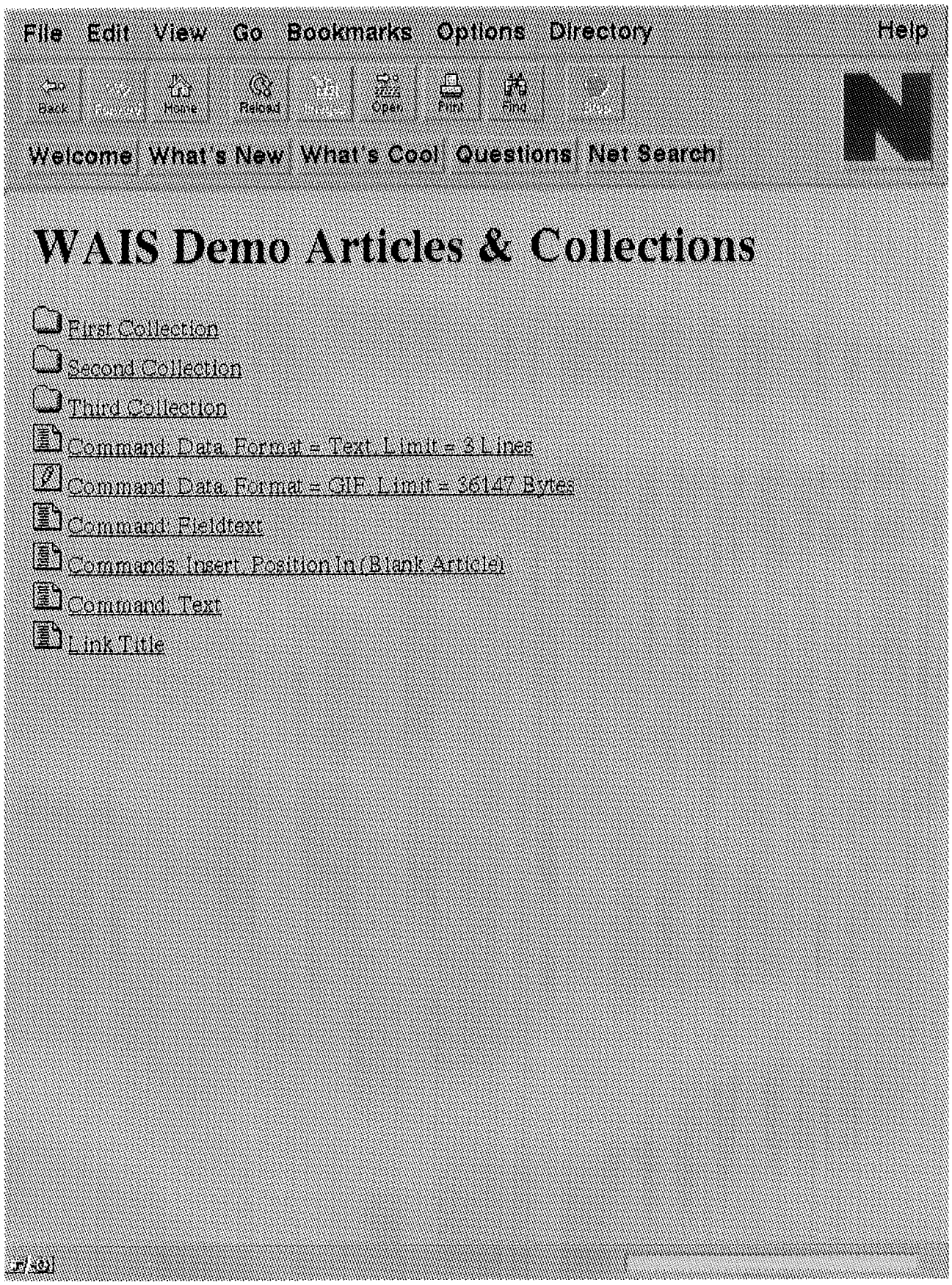
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